

2017 VS 2016 OVERVIEW

SINGLE FAMILY | CONDOMINIUMS | VACANT LAND

MEDIAN SALES PRICE	2017	\$695,500 ▼	\$440,000 ▲	\$475,000 ▲
	2016	\$701,000	\$411,000	\$426,524

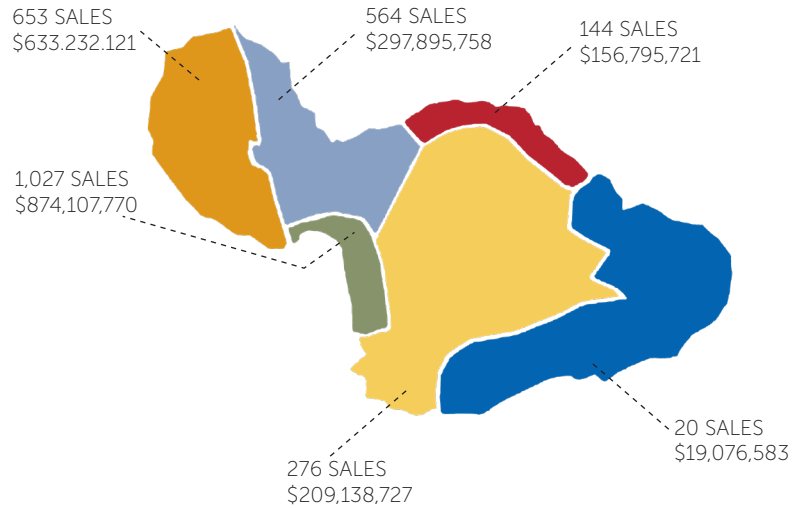
CLOSED SALES	2017	88 ▼	138 ▲	22 ▲
	2016	98	121	19

DAYS ON MARKET	2017	148 ▼	191 ▲	*
	2016	161	146	*

VOLUME SALES	2017	\$85,950,292 ▼	\$87,253,545 ▲	\$11,957,750 ▲
	2016	\$107,248,118	\$71,402,303	\$8,519,024

*Data not provided

TOTAL UNIT & VOLUME SALES BY REGION



2017 VS 2016

SINGLE FAMILY

CONDOMINIUM

VACANT LAND

AT A GLANCE...

	Sales	Median \$	Volume \$	Sales	Median \$	Volume \$	Sales	Median \$	Volume \$
CENTRAL									
Kahului	-4.5% ▼	+8.4% ▲	+2.7% ▲	+94.4% ▲	+1.6% ▲	+98.6% ▲	+200% ▲	-33.0% ▼	+86.2% ▲
Waituku	+9.7% ▲	+9.4% ▲	+19.9% ▲	-9.5% ▼	+8.5% ▲	-13.6% ▼	+40.0% ▲	+3.4% ▲	+55.7% ▲
Kahakuloa	-50.0% ▼	-38.9% ▼	-69.5% ▼	-	-	-	-50.0% ▼	+15.4% ▲	-37.7% ▼
NORTH SHORE									
Sprecklesville/Paia/Kuau	-29.4% ▼	+68.9% ▲	+8.4% ▲	-75.0% ▼	+10.1% ▲	-90.2% ▼	-	-55.9% ▼	-55.9% ▼
Haiku	+30.8% ▲	-11.1% ▼	+25.0% ▲	-	-	-	+57.1% ▲	-25.2% ▼	-12.2% ▼
EAST MAUI									
Hana	-16.7% ▼	+64.1% ▲	+6.8% ▲	-	-	-	+80.0% ▲	+37.1% ▲	+60.9% ▲
Kaupo	-100% ▼	-	-100.0% ▼	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-100% ▼	-	-100.0% ▼
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	+23.4% ▲	-	+10.4% ▲	-	-	-	+15.4% ▲	-13.9% ▼	+83.7% ▲
Makawao/Olinda/Haliimaile	-12.1% ▼	+10.2% ▲	+0.4% ▲	-	-	-	+55.6% ▲	+53.8% ▲	+131.7% ▲
Pukalani	-24.3% ▼	+8.9% ▲	-10.5% ▼	-	+9.4% ▲	+9.5% ▲	+571.4% ▲	+2.0% ▲	+550.4% ▲
SOUTH MAUI									
Kihei	+8.0% ▲	+12.3% ▲	+9.4% ▲	+18.9% ▲	+10.3% ▲	+29.1% ▲	-33.3% ▼	+4.1% ▲	-40.4% ▼
Maalaea	-	+141.4% ▲	+141.4% ▲	+59.3% ▲	-0.4% ▼	+69.9% ▲	-	-	-
Maui Meadows	+7.7% ▲	-0.6% ▼	+18.8% ▲	-	-	-	+50.0% ▲	-4.1% ▼	+34.3% ▲
Wailea/Makena	+16.7% ▲	-26.6% ▼	+35.9% ▲	+34.3% ▲	+7.0% ▲	+63.0% ▲	+66.7% ▲	-18.5% ▼	+23.0% ▲
WEST MAUI									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	+4.5% ▲	+11.4% ▲	+14.5% ▲	-13.4% ▼	-10.9% ▼	-16.5% ▼	-5.9% ▼	+16.7% ▲	-0.2% ▼
Kapalua	-42.9% ▼	-2.9% ▼	-58.9% ▼	+66.7% ▲	-1.6% ▼	+61.9% ▲	-14.3% ▼	-10.8% ▼	-23.7% ▼
Lahaina	-5.7% ▼	+43.5% ▲	+16.9% ▲	+4.2% ▲	+5.1% ▲	+17.4% ▲	-60.0% ▼	-6.7% ▼	-63.0% ▼
Napili/Kahana/Honokowai	+5.1% ▲	+2.3% ▲	-11.8% ▼	-5.9% ▼	+4.8% ▲	+5.5% ▲	-	+85.5% ▲	+85.5% ▲
Olowalu	-50.0% ▼	-74.8% ▼	-87.4% ▼	-	-	-	-66.7% ▼	+57.4% ▲	-49.9% ▼



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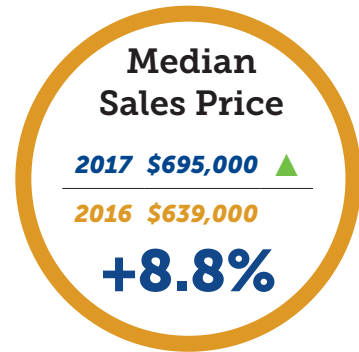


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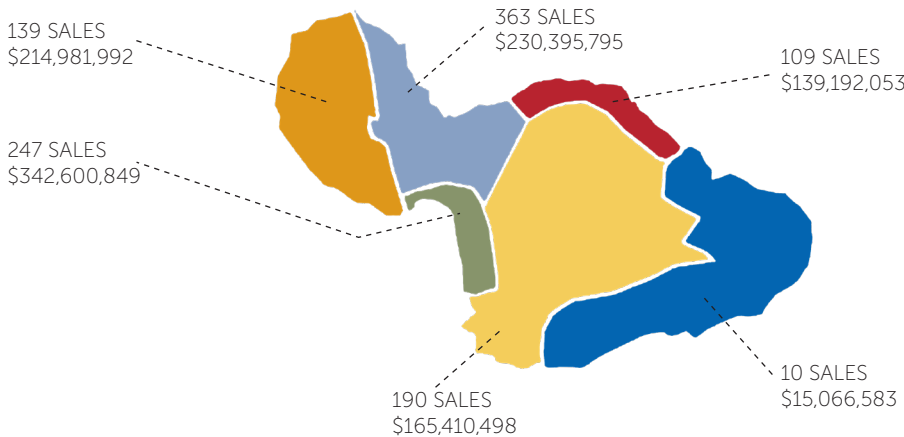
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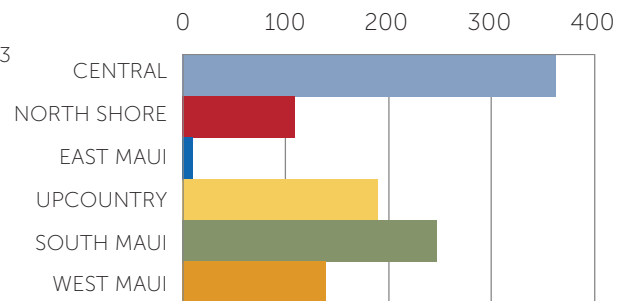
	Sales 2017	Sales 2016	Volume \$ 2017	Volume \$ 2016	Median \$ 2017	Median \$ 2016
CENTRAL						
Kahului	147	154	\$90,312,587	\$87,936,244	\$600,000	\$553,588
Wailuku	215	196	\$139,508,208	\$116,315,146	\$617,435	\$564,500
Kahakuloa	1	2	\$575,000	\$1,883,500	\$575,000	\$941,750
NORTH SHORE						
Sprecklesville/Paia/Kuau	24	34	\$63,914,099	\$58,976,500	\$1,216,250	\$720,000
Haiku	85	65	\$75,277,954	\$60,203,249	\$753,500	\$848,000
EAST MAUI						
Hana	10	12	\$15,066,583	\$14,108,000	\$1,148,542	\$700,000
Kaupo	-	1	-	\$1,300,000	-	\$1,300,000
Keanae	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-
UPCOUNTRY						
Kula/Ulupalakua/Kanaio	79	64	\$80,083,700	\$72,531,804	\$849,000	\$848,750
Makawao/Olinda/Haliimaile	58	66	\$44,538,048	\$44,371,975	\$634,500	\$575,638
Pukalani	53	70	\$40,788,750	\$45,595,809	\$680,500	\$625,000
SOUTH MAUI						
Kihei	190	176	\$174,986,031	\$160,022,868	\$702,000	\$625,000
Maalaea	1	1	\$3,500,000	\$1,450,000	\$3,500,000	\$1,450,000
Maui Meadows	28	26	\$38,646,930	\$32,521,550	\$1,280,000	\$1,287,500
Wailea/Makena	28	24	\$125,467,888	\$92,317,000	\$2,243,500	\$3,056,250
WEST MAUI						
Honokohau	-	-	-	-	-	-
Kaanapali	23	22	\$45,912,250	\$40,110,577	\$1,780,000	\$1,597,500
Kapalua	8	14	\$20,920,000	\$50,940,000	\$2,487,500	\$2,562,500
Lahaina	66	70	\$107,605,798	\$92,046,274	\$1,100,000	\$766,500
Napili/Kahana/Honokowai	41	39	\$39,742,444	\$45,039,515	\$905,000	\$885,000
Olowalu	1	2	\$801,500	\$6,350,000	\$801,500	\$3,175,000



TOTAL UNIT & VOLUME SALES BY REGION



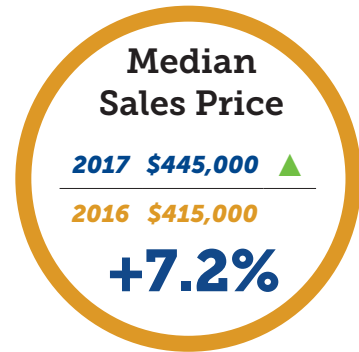
UNIT SALES BY REGION



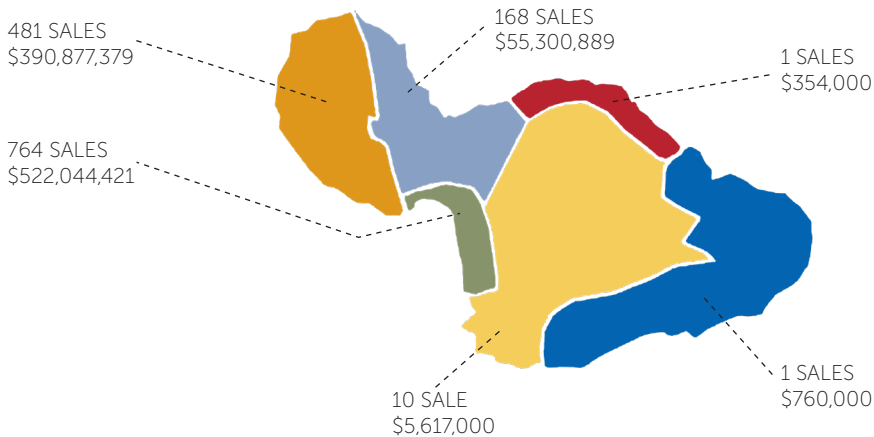


CONDOMINIUM

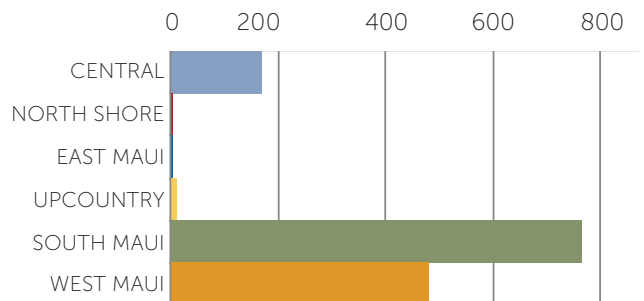
	Sales 2017	Sales 2016	Volume \$ 2017	Volume \$ 2016	Median \$ 2017	Median \$ 2016
CENTRAL						
Kahului	35	18	\$4,612,780	\$2,322,572	\$95,000	\$93,500
Wailuku	133	147	\$50,688,109	\$58,694,214	\$407,000	\$375,000
Kahakuloa	-	-	-	-	-	-
NORTH SHORE						
Sprecklesville/Paia/Kuau	1	4	\$354,000	\$3,623,000	\$354,000	\$321,500
Haiku	-	-	-	-	-	-
EAST MAUI						
Hana	1	-	\$760,000	-	\$760,000	-
Kaupo	-	-	-	-	-	-
Keanae	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-
UPCOUNTRY						
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-
Pukalani	10	10	\$5,617,000	\$5,131,638	\$555,000	\$507,500
SOUTH MAUI						
Kihei	580	488	\$267,154,518	\$206,868,240	\$375,050	\$340,000
Maalaea	43	27	\$15,760,075	\$9,275,800	\$323,600	\$325,000
Maui Meadows	-	-	-	-	-	-
Wailea/Makena	141	105	\$239,129,828	\$146,701,400	\$1,150,000	\$1,075,000
WEST MAUI						
Honokohau	-	-	-	-	-	-
Kaanapali	129	149	\$137,805,334	\$165,008,509	\$780,000	\$875,000
Kapalua	55	33	\$109,683,787	\$67,749,384	\$950,000	\$965,000
Lahaina	75	72	\$40,235,755	\$34,259,955	\$505,000	\$480,573
Napili/Kahana/Honokowai	222	236	\$103,152,503	\$97,814,078	\$417,500	\$398,250
Olowalu	-	-	-	-	-	-



TOTAL UNIT & VOLUME SALES BY REGION



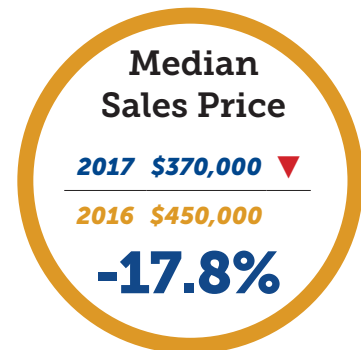
UNIT SALES BY REGION



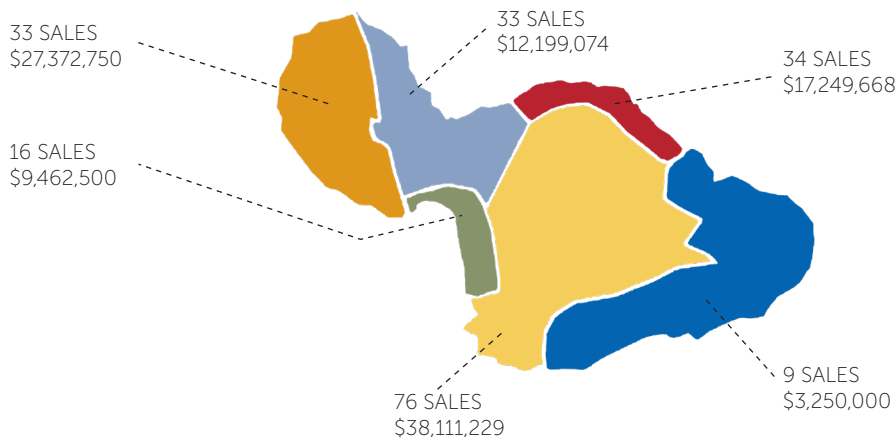


VACANT LAND

	Sales 2017	Sales 2016	Volume \$ 2017	Volume \$ 2016	Median \$ 2017	Median \$ 2016
CENTRAL						
Kahului	3	1	\$875,000	\$470,000	\$315,000	\$470,000
Wailuku	28	20	\$10,556,574	\$6,780,500	\$322,500	\$311,750
Kahakuloa	2	4	\$767,500	\$1,232,000	\$383,750	\$332,500
NORTH SHORE						
Sprecklesville/Paia/Kuau	1	1	\$1,300,000	\$2,950,000	\$1,300,000	\$2,950,000
Haiku	33	21	\$15,949,668	\$18,165,500	\$400,000	\$535,000
EAST MAUI						
Hana	9	5	\$3,250,000	\$2,020,000	\$425,000	\$310,000
Kaupo	-	-	-	-	-	-
Keanae	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-
Nahiku	-	2	-	\$938,500	-	\$469,250
UPCOUNTRY						
Kula/Ulupalakua/Kanaio	15	13	\$14,742,189	\$8,024,000	\$465,000	\$540,000
Makawao/Olinda/Haliimaile	14	9	\$7,892,300	\$3,406,111	\$507,500	\$330,000
Pukalani	47	7	\$15,476,740	\$2,379,534	\$325,650	\$319,130
SOUTH MAUI						
Kihei	8	12	\$4,829,000	\$8,102,000	\$473,500	\$454,750
Maalaea	-	-	-	-	-	-
Maui Meadows	3	2	\$1,403,500	\$1,045,000	\$501,000	\$522,500
Wailea/Makena	5	3	\$3,230,000	\$2,625,000	\$550,000	\$675,000
WEST MAUI						
Honokohau	-	-	-	-	-	-
Kaanapali	16	17	\$11,203,750	\$11,231,625	\$793,500	\$680,000
Kapalua	6	7	\$5,779,000	\$7,570,000	\$825,000	\$925,000
Lahaina	8	20	\$7,760,000	\$20,963,560	\$932,500	\$999,500
Napili/Kahana/Honokowai	2	2	\$1,530,000	\$825,000	\$765,000	\$412,500
Olowalu	1	3	\$1,100,000	\$2,194,000	\$1,100,000	\$699,000



TOTAL UNIT & VOLUME SALES BY REGION



UNIT SALES BY REGION

